

Message Text

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17

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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P R 130815Z JAN 76
FM AMEMBASSY TAIPEI
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8148

UNCLAS TAIPEI 0257

FOR: USDOC/BIC/OIM/FE-SA/KELLY

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: CONSTRUCTION USA '76

REF : USDOC 00185

1. TC PLEASED WITH EXCELLENT PROGRESS OF PROCUREMENT RECORDING
30 PARTICIPANTS (17 INSIDE - 13 OUTSIDE) FOR SUBJECT SHOW.
WITH 6 VERBAL SPACE RESERVATIONS STILL PENDING, EXHIBITOR
DISPLAYS WILL REPRESENT FULL RANGE OF PRODUCTS. OPERATIONS
OFFICER TO BE COMPLIMENTED FOR A JOB WELL DONE.

2. A) JOHN DEERE'S TAIWAN REPRESENTATIVE, YUNG FOONG IMPORT
& EXPORT CO., LTD., AGREES TO PAY PARTICIPATION FEE AND SIGN
PA LOCALLY AFTER NEGOTIATING MINOR DETAILS ON FREIGHT
CHARGES WITH WAYNE D. THOMAS, TERRITORY MGR., JOHN DEERE.
THOMAS SCHEDULED TO ARRIVE IN TAIPEI FROM PHILIPPINES
JANUARY 19. TC WILL ADVISE OIM RESULTS OF CONTACT SOONEST.

B) HOFFMAN TRADING REQUESTS ALL THREE U.S. PRINCIPALS TO
SUPPLY EXHIBIT ITEMS FROM U.S.A. HOFFMAN HAS NOTIFIED FIRMS
TO CONTACT USDOC FOR SHIPPING INSTRUCTIONS.

C) USRTC, SINGAPORE REPORTS THEY RECEIVED CHECK, PA, PC
AND MD FROM BLACK & DECKER, SINGAPORE. DOCUMENTATION IN
MAIL TO TC, TAIPEI. WILL TRANSMIT TO OIM UPON RECEIPT.

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3. TC CONCURS WITH CANCELLATION OF TECHNICAL SEMINAR AND

WILL CANCEL SPACE CONTRACT WITH CETDC.

4. TC NOTES THAT OIM WILL CEASE SOLICITATION, BUT EXPECTS AND ADDITIONAL 4 OR 5 PARTICIPANTS TO SIGN IN NEAR FUTURE. SHOW FLYER, RESPONSE CARD AND COVER LETTER BEING PREPARED FOR PRINTER LISTING PARTICIPANTS AND THE SHOW PRODUCT CATEGORIES. ADDITIONAL PARTICIPATING FIRMS CAN BE ADDED DURING PROOF READING. REQUEST NAMES OF ADDITIONAL ENTRIES BY TELEGRAM AS SOON AS THEIR PARTICIPATION IS FIRM.

5. REF POTHUISJE/KELLY TELCON 9/15, 9/23/75 AND TAIPEI 6311, 9/25/75: COMMUNICATIONS OUTLINED TC'S PRE-SHOW-PROMOTION PLAY FOR KAOHSIUNG, TAINAN AND TAICHUNG IN COOPERATION WITH USIS BRANCH OFFICES. REQUEST OIM RELAY COLOR SLIDES AND PROMOTION NARRATIVE SECURED FROM PARTICIPANTS. ON AMERICAN FIRMS WHO HAVE NOT SUPPLIED MATERIAL TO OIM, TC WILL MAIL CIRCULAR LETTER REQUESTING SLIDES AND NARRATIVE WITH EXPLANATION OF PROMOTIONAL BENEFITS ON THEIR BEHALF. TC HAS MAILING INFORMATION FROM PAS OF FIRMS LISTED BELOW. ON REMAINING FIRMS, REQUEST OIM SUPPLY TC WITH FIRMS' NAME, ADDRESS AND PRINCIPAL CONTACT FOR IMMEDIATE DISTRIBUTION OF CIRCULAR LETTER.

CONSTRUCTION: CHALLENGE-COOK, SNAP-ON TOOLS, APPLIED POWER, HOFFMAN TRADING, BURKE CONCRETE, EL-JAY INC., KOEHRING, FIAT-ALLIS, JOY MGF., CATERPILLAR, INGERSOLL-RAND AND F.M.C. LINK BELT.

WOODWORKING: ADHESIVE MACHINE, ROCKWELL INTERNATIONAL AND NORTON INTERNATIONAL.

6. REQUEST OIM FORWARD DOCUMENTATION ON PARTICIPANTS FOR SHOW CATALOG PREPARATION ASAP.
POPPL

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Executive Order: N/A
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Margaret P. Grafeld
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